

Partner Experience



Client Industry: Critical Healthcare Service Provider

What issue was the client facing and how did Thrive address it?

Avail's client faced a dilemma with security operations to support a nationwide workforce composed of radiology professionals operating in a geographically distributed manner, operating in non-uniform environments and at all hours of the day and night. Their service is time-critical, mission-critical and demands high levels of security, and HIPAA compliance. To alleviate business, technical, and compliance risk it was critical that Avail Partners provide the client a vendor partner that could address these risks with excellence.

As with many clients facing intense scaling demands in a mission-critical arena, IT Operations found that they had tremendous security and compliance demands and the cost to operate an in-house Security Operations Center with world-class SIEM was not realistic financially or operationally.

Thrive provided the strategic, financial, operational and nuanced guidance the client needed to fully validate the decision to outsource security operations. For Avail Partners, it was reassuring that Thrive provided dogged determination in aligning executive and operational guidance through the process. Avail's client now has professionally skilled SOC and SIEM operations at a fraction of the cost and the operational advantages of an in-house team. The ability for the client to leverage that investment savings to instead support additional business investments and growth is critical to their enterprise value.

Avail Partners